SECOND-HALF 1952 INDEX

NATIONAL PETROLEUM NEWS

Semi-Annual Index by Subjects

NATIONAL PETROLEUM NEWS
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* Talks on salesmanship and service and how to improve business given by H.B. Sharer, H. Allan and J. W. Butler, pics. 10/15 - 86 - Boyd
* Station inventory plan tracks down merchandise, cash leaks. 7/2 - 49

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* Asks suppliers to offer 5-year station leases, pic. 9/3 - 47
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* White, L.T., tells retailers how dealers can gain by working with OIIC program. 9/10 - 64

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* Universal credit cards--what oil marketers think of them, pics., table. 11/19 - 29 & cover - Sturtevant

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NATIONAL GOOD ROADS ASSN.
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Albright, W. W., likes to solve lube problems. 11/19 - 88 - Personality Sketch
API-NLGI Joint Container Committee has adopted specifications for standard 120-lb. grease drum. 11/19 - 43 - Ridder
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* NLGI celebrates 20 years of service; plans new contributions to industry; W. W. Albright elected president, pics. 11/5 - 46

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* Analyses of jobber cost survey by R. Kent and J. White submitted. 8/6 - 33 - Castle
* Appoints special committee to study effect of toll roads on jobbers' future. 8/6 - 35 - Castle
* Conn. jobbers join NOJC; list of members present at meeting. 8/13 - 28
'Consult Your Supplier' month chance to air mutual problems. 12/24 - 19 - Midwest Col.
* Dangers facing jobbers and how to meet them (by J. Harper) pic. 9/17 - 97
* Ellis asks NOJC study of oil price decontrol. 10/15 - 41
* Ellis may ask jobber earnings relief based on margins; survey returns lag. 9/24 - 18
Ellis protests credit curbs on jobber station building. 9/10 - 28
* Ellis, reports major suppliers feel jobbers neither can nor are entitled to participate in large commercial account business. 8/6 - 35 - Castle
* Ellis rips price-cutting jobbers after probe of Midwest situation. 12/17 - 32
Ellis sees possible need for distillate export curb. 7/2 - 84
Ellis suggests jobber could report account loss to FTC. 7/2 - 26
* Ellis tells API the Independent marketers hold key that will unlock the door through which oil can march against trend to nationalism (API annual meeting). 11/12 - 25 - Yocum
* Endorses percentage margins; will push jobber-supplier meetings; R. J. Thompson elected chairman, pics. 11/12 - 21 & cover - Castle
Expected to issue report demanding re-refiners be required to pay manufacturer's tax of 6¢ per gal. which refiners of new lubes must pay. 8/6 - 9 - A of N
Finds it difficult to obtain speaker for meeting to present government's argument on depletion allowance. 7/16 - 7 - A of N
Harper urges co-operation in secondary storage plan. 8/20 - 30
* Heating oil jobbers urged to return 'earnings' form. 9/10 - 28
In drive for switching to percentage rather than dollars-and-cents markup, NOJC officials will keep hands off of any specific action which could lead to charge of price-fixing. 11/26 - 19 - A of N
* Independents doomed unless suppliers give cost data, Harper tells Alabama jobbers, pic. 9/10 - 25
Industry owes much to J. Harper's efforts. 11/26 - 41 - Edit.
Interest in proposed percentage margin for jobbers growing rapidly through the Midwest. 12/17 - 7 - A of N
* Is depletion allowance a 'must'? Partial text of talk given by G. H. Woodward at NOJC meeting, pic. 8/13 - 34
* Is Independent on way out?--No, say majors. First of a series (opinions of J. Harper, Ashton, and Bero), pics. 7/2 - 42 - Castle
* Jobber council hails oil import tariff cut; IPAA hits 'price hike.' 9/10 - 24
Jobber council to study effect of toll roads. 10/22 - 13
Jobber's extra dollars can do most work right at home with his state association. 8/13 - 30 - Edit.
* Jobbers eye own costs, supplier policies, pics. 8/6 - 33 - Castle
Jobbers may ask export curb. 9/10 - 23
Jobbers should help kill bad antimerger law. 8/20 - 29 - Edit.
* Jobbers will battle federal controls if they can trust suppliers (partial text of address given by Ellis at API meeting). 11/19 - 40
* Kansas jobbers tell why divorcement would hurt independents, industry. 8/6 - 36

NATIONAL OIL JOBBERS COUNCIL - Cont'd.
* Lee, L. W., warns of tight fuel oil supplies. 8/6 - 36 - Castle
Majors should publish marketing cost figures. 8/6 - 43 - Edit.
Marketers should map turnpike policies NOW. 7/9 - 27 - Edit.
May attempt to help individual jobbers or member state associations purchase batteries to be marketed under a private brand name. 11/19 - 7 - A of N
* NOJC decision on critical issues can be vital to future of jobbers (cost survey, depletion allowance, commercial accounts, Detroit case, etc.). 7/23 - 13
NOJC has contributed to the betterment of the industry; John Harper plans to retire as chairman. 8/6 - 45 - Edit.
* OPS jobber earnings standard rules become effective on Sept. 8; R. M. Preisman, of OPS, explained workings at meeting of NOJC. 8/6 - 37
* OPS planning fuel oil margin relief based on net profits; NOJC protests. 7/30 - 46
Opposes all state laws which prevent competition in sale of oil products on toll roads. 11/12 - 21 - Castle
* Penna. jobbers hear NOJC (Ellis and White) pledge to build co-operation with suppliers. 11/5 - 42 - Bjorkback
PAD plans to inform Harper why it has not approved recommendation that NOJC Counsel Ellis be named to NPC. 12/31 - 18
Pic. showing Harper receiving certificate of thanks upon retiring as chairman of NOJC. 11/12 - 23
Plans survey in effort to determine what kind of businessman is the typical jobber. 8/13 - 4 - A of N
Results of survey expected at Traverse City meeting. 7/16 - A of N
Room seen for improvement in working procedures of various NOJC committees. 8/13 - 31 - Midwest Col.
Stature of NOJC growing fast in national affiars; Preisman, attends meeting to explain details of new formula by which jobbers may apply for fuel oil price increases. 8/6 - 46 - Midwest Col.
Sunderland, T. E., of Indiana Standard, warns proposed new order of FTC in "Detroit" case might mean the elimination of the jobber. 11/12 - 21 - Castle
The push for good legislation begins now. 12/17 - 37 - Edit.
Thompson, Roy, named to NPC. 11/26 - 38
Thompson, Roy, recommended as new NOJC chairman. 10/29 - 9 - A of N.
To turn spotlight on key problems. 11/5 - 29
* Votes to ask FTC for explanation of how its decision in "Detroit" case would affect 3 basic types of jobbers. 8/6 - 35 - Castle

NATIONAL OIL MARKETERS ASSN.
Asks to cut ties with NPC; raps 'inaction'. 11/26 - 45
* Hadlick asks FTC to quit role of G-man. 10/1 - 47
Hadlick, cites election of younger men to top offices as proof NOMA stays active and aggressive. 12/24 - 9 - A of N
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* 50-year fight for free competition (C. D. Chamberlin first secretary - F. W. Boltz) pics. 9/3 - 41 - Platt
* Label lubes properly so customer can decide which to buy (by D. C. O'Hara); partial text of paper presented at annual API meeting; pic. 11/12 - 63

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* OPS bombarded with several protests on application of East's price hike. 7/23 - 16
Review of past 50 years to be part of anniversary celebration. 9/3 - 46
* Small business being dealt heavy blow by U.S actions at home and abroad, E. M. Craig tells NPA; A. W. Scott elected president, pics. 9/17 - 49 - Bjorkback
Tank truck industry growing fast in both numbers and responsibility; S. F. Niness reviews post-war development at meeting. 9/17 - 45 - Atlantic Col.

NATIONAL PETROLEUM COUNCIL
Bunker C reports due. 12/3 - 19
* Bureau of Mines and NPC committee tangle over synthetic fuels costs. 8/6 - 42
* Chapman names 103 to National Petroleum Council, list. 12/24 - 39
Chapman, Oscar, to be honored. 11/26 - 38
* Election improves Washington attitude on oil; Hallanan feels NPC "will be contined by the new administration as an advisory body to the government." 11/12 - 18
Gernert, H.B., named to NPC. 12/3 - 25
* Interior Secretary Chapman presents W. Hallanan with "Conservation Service Award." 12/10 - 26
Jones, M. B., named to NPC. 7/16 - 31
Justice Dept.'s subpoena of records of NPC may mean that domestic operations will be brought into the proceedings. 8/13 - 4 - A of N
Keeler, W. W., of PAD, tells NPC that shortage of aviation gasoline for nest 18 months will amount to between 6,000 and 10,000 b/d. 12/17 - 15
NOMA asks to cut ties with NPC. 11/26 - 45
NPC will meet Dec. 9. 9/24 - 22
* PAD calls for more avgas output. 8/6 - 38
PAD plans to inform Harper why it has not approved recommendation that NOJC Ellis be named to NPC. 12/31 - 18
Puts shoulder behind payroll savings drive; S. A. Swensrud chairman of drive, pic. 8/27 - 22
* Reports big 5-year increase in clean products primary storage, tables. 12/10 - 25
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* Again weighing decontrol of steel. 10/29 - 22

NATIONAL PRODUCTION AUTHORITY
* Materials controls likely to remain with easing of some rules by Jan. 1. 12/17 - 36

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* Backs idea of financial aid to synthetic fuels producers. 12/24 - 16
Probably will take no definite stand on synthetic fuels controversy. 9/24 - 13
Urges industry to form war-attack operation plans. 12/10 - 30

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NATIONAL TANK TRUCK CARRIERS, INC. - Cont'd.
Forms Engineering and Specification Committee headed by Frank Baird-Smith. 9/24-60-Ridder
* 1953 outlook bright despite tough problems; W. M. Pritchard's views on what is in store for oil industry, pic. 12/31 - 14
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Plans to publish booklet of "quick facts" on tank truck industry. 10/1 - 87
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Rails fight oil on rate hike, according to C. A. Sutherland. 8/6 - 91
Tank truck industry growing fast in both numbers and responsibility. 9/17 - 45 - Atlantic Col.
Truckers urge relaxation of compartment restrictions. 9/10 - 58

NATIONAL TAX EQUALITY ASSN.
Group asks for equal tax policy in GOP platform. 7/9 - 38

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Expansion goal for production of natural gas liquids revised by DPA to 60,000 b/d in last half of 1952 and 120,000 b/d more in 1953. 7/23 - 10
Gas industry seen pressed to meet future demands. 12/31 - 36
Natural gas shows gains in sales and production. 10/29 - 58
* Oil in the booming Northwest; Pacific Northwest is only remaining section of U.S. not served by natural gas but is expected. 8/13-57 & cover-Breese
* PAD forecasts rapid growth for gas, chart, tables. 10/8 - 30
Price hike for Woodlawn gas in doubt. 8/20 - 51
State urge retention of natural gas controls. 7/2 - 31
Bureau of Mines reports increase in productive capacity of 163,691 b/d since Jan. 1, 1950. 10/1 - 15
Bureau of Mines reports natural 'gas', products stocks rise in June. 8/20 - 51
New $6,000,000 plant at Navy reserve oil fields, Elk Hills, Calif., completed but will remain idle. 11/26 - 27

NEBRASKA FARMER
Survey shows how market has grown for oil products. 9/17 - 45 - Midwest Col.

NEBRASKA PETROLEUM MARKETERS, INC.
* Asks percent margin with minimum 15% of delaer price; List of officers elected, pics. 11/26 - 49 - Castle
* Lohr, E. H., reports conditions in Nebraska reflect national trends and worries and suggest uncertain future for many Independent oil jobbers. 11/26 - 50 - Castle
White, L. T., suggests conducting newspaper advertising campaigns to retain business going to automobile dealers and retail stores. 11/26 - 49 - Castle

NEW JERSEY
Divorcement, below-cost ban urged by N. J. dealers. 7/2 - 28
New ruling eases ban on N.J. station 'premiums'. 9/17 - 39

NEW JERSEY GASOLINE RETAILERS ASSN.
Divorcement, below-cost ban urged by N.J. dealers. 7/2 - 28
New Jersey price war committee hears plea for industry 'czar'. 12/10 - 33 - Atlantic Col.

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Gasoline tax refund ok'd.
10/8 - 27
Gets biggest slice of federal highway aid.
11/5 - 35
Ton mile tax gets court approval
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NEW YORK JOURNAL AMERICAN
• Press blasts U.S. attack on industry as grab for votes, threat to nation. 9/3 - 32

NEW YORK SUN
• Press blasts U.S. attack on industry as grab for votes, threat to nation. 9/3 - 31

NEW YORK WORLD-TELEGRAM
• Press blasts U.S. attack on industry as grab for votes, threat to nation. 9/3 - 31

NEWMAN FUEL CORP., R.B.
• Slow collections have you down ? Here's how jobber uses suppliers credit experience to cut overdue heating oil bills, thaw frozen capital, pics. 7/2 - 40

NEWSWEEK
Papers hit U.S. 'trail by headline' in cartel probe as bid for votes. 9/3 - 13 - Wash. Col.

NORTH CAROLINA
Latest attempt to find crude in North Carolina abandoned.
11/5 - 7 - A of N
State Supreme Court rules unconstitutional to use on-street parking meter revenues to acquire off-street parking areas. 12/31 - 5- A of N
Tighter oil restrictions urged.
7/30 - 46

NORTH CAROLINA OIL JOBBERS ASSN.
• What does jobber expect of supplier? J. C. Cummins lists 11 forms of help. 9/10 - 25

NORTHWEST PETROLEUM ASSN.
Do jobbers 'profit' from membership in trade group? Record says yes. (Booklet distributed at meeting.) 7/2 - 38- Midwest Col.
Horning, H. F., blames major companies for cut-price trend. 10/8 - 34
Horning, H. F., urges complete jobber participation in 'Consult Your Supplier' month program. 12/24 - 18 - Midwest Col.
OIIC success depends on how well majors explain small business aid (H. F. Horning). 7/30 - 48 - Midwest Col.
Reports increasing number of oil men becoming involved in gasoline tax difficulties. 8/27 - 4 - A of N
Representatives of supplying companies invited to discuss "what should the supplier expect from the jobber?"
10/15 - 7 - A of N
• Unbranded gasoline shakes pricing structure: Horning figures tell story of rapid distribution of gasoline by unbranded marketers during recent years, map. 10/29 - 17 - Castle
Will seek enactment of bill to out law deceiving signs reading "3¢ less," "4¢ less," etc. 8/27 - 4 - A of N

NOURSE OIL CO.
• Nourse, Jack, takes part in panel discussion "How Independent Oil Compounders Can Increase Sales," at meeting.
10/8 - 65

OFFICE OF DEFENSE MOBILIZATION
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OFFICE OF INTERNATIONAL TRADE
Industry asks for simple rules on lube oil exports.
7/2 - 31

OFFICE OF PRICE STABILIZATION
Adjusts tire prices.
11/19 - 34
Are price controls likely to end soon?
11/26 - 37
• Asks PAD for study of request for Calif. crude price hike. 10/15 - 38
• Best way to end West's oil woes is price hike, OPS officials told. 12/17 - 31
• Budget cut brings OPS Petroleum Branch shift.
7/16 - 30
Bureaucratic controllers in Washington won't give up until made to. 12/3 - 27 - Edit.
Burkhalter, G. B., new oil price chief.
10/1 - 42
Calif. crude oil producers seeking increased prices have lowered request to '48 prices. 8/20 - 25
Calif. independent producers plan to continue pressing for "in-line" adjustment of heavy crude price ceilings. 11/19 - 7 - A of N
• Clarifies fuel oil prices in East.
11/12 - 35
• Clarifies how 0.15¢ price hike on eastern distillates may be added. 7/9 - 25
Company gets 0.3¢ Diesel ceiling hike.
8/13 - 49
• Considering amendments to LP-gas regulation.
10/22 - 14
Considers applications for increase of 2.5¢ per gal. for LP-gas stored in underground locations away from producing plants. 10/15 - 38
Cramer, L. T., to leave OPS.
9/24 - 21
Deadlock continues between Petroleum Branch and Clearance Committee on proposed petroleum transportation pass-through modifications. 8/20 - 24
Distributor told to use jobber earnings order.
10/15 - 39
Distributors who lack bulk storage facilities not eligible for 0.15¢ tank wagon increase of over-all 0.8¢ per gal. heating oil price boost. 9/3 - 34
• District of Columbia fuel oil jobbers tell OPS that general increases on East Coast fuel prices should not be deducted from area-wide price boosts allowed under "jobber earnings standard" formula. 12/24 - 14
Downfall of Tighe Woods as Price Stabilizer attributed to his vigilante-type Local Stabilization Boards idea.
12/3 - 10 - Wash. Col.
• Ellis asks NOJC study of oil price decontrol.
10/15 - 41
• Ellis may ask jobber earnings relief based on margins; survey returns lag. 9/24 - 18
Establishes ceiling on 2nd line low pressure tires.
9/17 - 35
Fogle, E. E., expects to return to private industry around first of the year. 10/22 - 15
Fogle, E. E., new OPS oil price chief, pic.
8/20 - 26
Former Price Stabilizer DiSalle drafted to help guide court for continued price control after sudden resignation of Woods. 12/3 - 17
Fuel oil jobbers not stampeding OPS offices with filled-out forms which would set the stage for possible fuel oil price increases. 9/17 - 35
Government may have idea in proposal to study who keeps consumer dollar. 11/12 - 7 - Wash. Col.
Hears reports many fuel oil jobbers are in favor of margin increases on basis of net earnings survey program.
8/20 - 5 - A of N
• Heating oil jobbers urged to return 'earnings' form.
9/10 - 28
• How oil men may apply 0.8¢ hike in East Coast heating oil prices, tables. 7/2 - 25
• How to apply for heating oil margin relief; reproduction of OPS Public Form 151. 8/27 - 26

OFFICE OF PRICE STABILIZATION- Cont'd.
IPAA considers alternative steps as result of refusal by Price Stabilizer Woods to decontrol crude oil prices. 9/24 - 18
• Independent Refiners' Assn. of Calif. says it does not oppose raising Calif. crude prices in order to relieve shortages, but a commensurate boost for product prices must be approved. 11/5 - 30
Independent refiners urge across-the-board decontrol. 11/19 - 34
• Ironing out margin relief plan to restore pre-Korea jobber profits. 7/2 - 26
Issues letter orders affecting product prices of Esso Standard, Cities Service and Pure Oil 10/22 - 15
Issues regulation designed to extend to all wholesalers and retailers provisions of Herlong Amendment. 9/3 - 34
It doesn't add up, but OPS plans to continue oil price controls. 7/23 - 8 - Wash. Col.
• Jobber earnings forms in mail soon; Ellis urges early push for survey. 8/20 - 22
Jobber margin formula ready for top OPS. 7/16 - 31
Judicious selection of business leaders on each community panel would place more responsibility and control in local communities. 11/19 - 7 - A of N
• Knotty question of price controls seen problem of incoming administration. 12/10 - 35
LP-gas storage price hike bid refused. 7/9 - 49
Many Independents now wondering who pays what prices for fuel oil. 7/23 - 23 - Atlantic Col.
Many jobbers in Midwest not interested in applying for price increases on heating oils. 9/3 - 9 - A of N
Margin forms ready soon; associations get warning. 8/13 - 22
Margin formula expected to be in hands of OPS July 9. 7/9 - 22
Margin survey ok'd. 12/3 - 17
• Marketers cite need for more margin, greater manpower with 40-hour week. 11/5 - 34
May announce policy when a particular product is price de-controlled, services relating to that product will also be de-controlled. 9/17 - 7 - A of N
• May extend Herlong to relieve price squeezes on oil wholesalers. 8/27 - 25
May reverse earlier ruling on denying inland refiners and primary suppliers permission to take 0.65¢ per gal. tank car price increase in "fringe" market areas under East Coast fuel oil price boost order. 8/20 - 25
• OPS bombarded with several protests on application of East's price hike. 7/23 - 16
OPS issues more letter orders. 7/23 - 43
• OPS jobber earnings standard rules become effective on Sept. 8; Preisman, R. M., explains order's workings. 8/6 - 37
OPS plots new kind of double trouble with prospect of local price dictators. 11/5 - 11 - Wash. Col.
• OPS seen certain to give approval for oil price boosts on West Coast. 12/3 - 17
• OPS still cool to oil price decontrol. 10/8 - 29
• OPS studies exemption of small stations from all price controls. 9/17 - 35
• OPS to base margin relief on profits. 7/23 - 26
• Oil price controls likely to remain but 'in what form' is big question. 11/26 - 36 - Green
Petroleum Branch expected to go along with granting 2.5¢ per gal. premium on LP-gas sales from underground storage located away from producing plant. 12/3-18
Petroleum Branch merged with Rubber, Chemicals and Drugs Division. 7/23 - 8 - Wash. Col.
Petroleum Branch officials considering proposed plan whereby small stations would be decontrolled. 12/3 - 18

OFFICE OF PRICE STABILIZATION - Cont'd.
Phelps, E. F., Jr., to resign Oct. 15. 8/6 - 45
• Planning fuel oil margin relief based on net profits; NOJC protests. 7/30 - 46
• Prairie States set to fight OPS damage suit. 7/2 - 28
Preisman, R. M., attends NOJC meeting to explain details of new formula by which jobbers may apply for fuel oil price increases. 8/6 - 46 - Midwest Col.
Price hike for Woodlawn gas in doubt. 8/20 - 51
Results of survey of West Coast service station labor costs may not be known until after Jan. 20. 11/19 - 7- A of N
Rules that consignment distribuotrs are not entitled to 0.15¢ portion of recent 0.8¢ per gal. price increase for East Coast heating oils. 10/1 - 42
• Says no to crude price decontrol. 8/13 - 22
Seattle retailers being surveyed for information about operating costs to support petition filed with OPS. 11/5 - 7 - A of N
• Sees little hope for decontrol or suspension of oil prices now. 9/3 - 34
• Sets specific product ceilings in West to replace 'formula' prices, table. 7/16 - 30
• Slams door on bid to decontrol oil prices; next move up to PAD. 10/29 - 22
• Standard Stations ask price boost for gasoline to match labor costs. 10/22 - 14
Stein, H. N., heads OPS enforcement. 8/13 - 26
• Sticks to no decontrol decision despite lower residual, lube prices. 8/20 - 24
Texaco kerosine ceilings in many areas are boosted. 8/20 - 40
• Top agency gets crude decontrol request; station labor cost eyed. 10/1 - 42
• 'Top man' likely to make decision on giving West Coast price hike, table. 12/24 - 14
Transport cost pass-throughs on oil under study by OPS. 8/6 - 41
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